

Our 2017 Journey



Foodbank
of Southeastern Virginia
and the Eastern Shore

Annual Report
Fiscal Year 2016-2017

Dear Foodbank Friends,

The 2016-2017 Fiscal Year was an exciting one for the Foodbank of Southeastern Virginia and the Eastern Shore. It was a year of reflection and change, much of which was internal to our organization. The entire Foodbank team embraced the year and worked hard to make us stronger and more efficient when it comes to feeding those who struggle with hunger in our community.

We spent a great deal of time reflecting on our mission, looking at each idea and word within it. We asked ourselves, "What do these words mean to us? Is our mission still relevant?" All of us agreed unanimously that, indeed, the mission is still relevant. In fact, it is more relevant now than it ever has been! We also looked at our internal structure and pondered if it would allow us to continue leading the effort to eliminate hunger in our community. We challenged ourselves to move beyond what was comfortable and familiar. When we reached a critical point in our inquiry process, we created a new Strategy and Innovation Department.

And then we started the business of planning strategically.

We accomplished a lot this past year, but our journey has just begun. We are standing at the proverbial fork in the road and looking forward to the future. Thank you to all who have traveled the journey with us. Your support means more to us than you can imagine, and we hope that you will continue on with us in fiscal year 2017-2018. Together, we can solve hunger!



Sincerely,
Ruth Jones Nichols, PhD
Chief Executive Officer



Paul Finch
Chairman of the Board

Leading the effort...creating more awareness

In Fiscal Year 2016-2017, the Foodbank took every opportunity to bring awareness about hunger in our community to the forefront of everyone's mind. We leaned into our media partners who were extraordinarily receptive to helping us get the word out. Many thanks to CoVa Biz, Inside Business, The Virginian-Pilot, FM99, 106.9 The Fox, WAVY, WTKR, and WVEC. We also launched a new website for the Foodbank that streamlined the process of providing necessary information to those seeking relief from hunger, as well as making access to our food easier for our partner agencies.

Feeding our neighbors... providing nourishment

Each day, we make an impact for the clients who stand in our line. In Fiscal Year 2016-2017, we provided over 15 million meals to those suffering from hunger and food insecurity. Daily, we hear stories of what the Foodbank means for individuals, like this one from a teacher at a local school that participates in our Backpack Program:

"A parent called and was in tears because they were so grateful. They had a death in the family and were struggling to provide for their children. They had even been wondering how they were going to provide groceries for the next week. When their child came home with the bag, the parent was emotionally overwhelmed in a good way and very thankful. Many of our children are truly in need of this program, and therefore, we are truly grateful for all that you do (to) provide food to our school."



Strengthening our resolve... becoming more strategic

An exciting change for the Foodbank this past year was the creation of a new department within our organizational structure. By combining the Development and Program departments, as well as creating the new position of Chief Strategy Officer to lead them, we formed the new Strategy and Innovation Department. This group is tasked with providing improved services to our partners and clients and finding the funding needed to carry out our mission. This new department has already

realized great success because team members have begun to work closely together and are gaining a better understanding of the possibilities for the Foodbank's future.

Transforming our work...looking to the future

The Foodbank dedicated time and effort to establishing our strategic roadmap for the next three to five years. We looked at key questions targeted at the realization of our vision to eliminate hunger. How can we begin to close the meal gap in our area? Can we make a lasting difference in the lives of those standing in our line? What steps must we take? With the help of the Marshall Advisory Group, we worked over six months to create the Foodbank's Strategic Plan 2017-2020. Over the next three years, we will implement the objectives in the plan to not only continue to "feed the line," but also look at ways to help "end the line."



Today, the Foodbank stands at *our* fork in the road. But for us, our fork is bent... **it's the shape of a ribbon of hope.** Because of the time and talent that our Board and staff contributed over the past year, we are poised to bring great hope to our neighbors who are dealing with food insecurity.

Last year, we served

189,200

PEOPLE

from all walks of life including single parents, students, seniors, veterans, the homeless, and the working poor.

These are our neighbors in a

4,745 SQUARE MILE

service area that spans the cities of Norfolk, Portsmouth, Chesapeake, Suffolk, Franklin, and Virginia Beach, as well as the counties of Southampton, Northampton, Sussex, Isle of Wight, and Accomack.

Through our Backpack Program

3,400

CHILDREN receive bags filled with nutritious food to take home for weekends and school vacations.

OVER

412,200

MEALS

(more than 68,000 bags) were provided to children who may not have food waiting for them at home.

This past school year, our Kids Cafes served up

178,435 FREE MEALS AND

63,664 AFTER-SCHOOL SNACKS

along with educational, recreational, and social activities.



The Mobile Pantry Program provided fresh and nutritious food items to over

16,166

PEOPLE in

35 COMMUNITIES & NEIGHBORHOODS

that do not have adequate grocery stores, feeding agencies, or food pantries.



It is our business to nourish, not just feed. To that end, last year we distributed over

5M POUNDS

of fresh fruit and vegetables.

Your gift helps more than one person or family – it helps our entire community – so we work hard to make sure that your donation achieves its maximum impact.

For every **\$1** donated, we are able to distribute up to **\$6** worth of grocery products.

Volunteers are the heart and soul – and backbone – of our organization. They help us carry the substantial weight on our shoulders and press forward.

This past year, an astounding

6,500

VOLUNTEERS contributed over

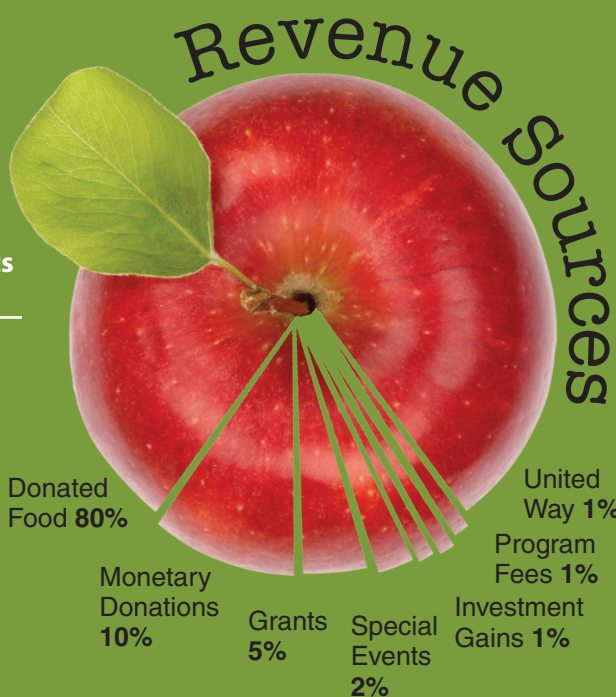
42,000

HOURS of love and labor, all to end hunger.



Statement of Finances 2016 - 2017

Revenue Sources	FY 2017 Results 7/1/16 - 6/30/17	FY 2016 Results 7/1/15 - 6/30/16
Donated Food	25,874,753	26,073,518
Monetary Donations	3,301,119	3,299,844
Grants	1,597,921	1,336,971
Special Events	659,782	788,445
United Way	257,465	350,168
Other Income	(3,830)	(40,014)
Thrift Store	0	88,387
Program Fees	256,370	289,486
Investment Gains/(Losses)	290,485	28,447
Total	32,234,065	32,215,252
Functional Expenses		
Program Services	30,196,893	29,486,286
Fundraising	1,216,837	1,368,569
Management and General	528,981	319,594
Depreciation Expense	446,517	449,684
Total	32,389,228	31,624,133
Change in Net Assets	(155,163)	591,119
Ending Net Assets	12,278,415	12,433,578
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<i>Other income includes sales to agencies, fees, donated goods and services, rental income, thrift store loss, and disposal of P&E</i>		
Sales to Agencies Net	(176,065)	(209,348)
USDA Handling Fees	74,329	169,727
Donated Goods & Services	4,860	25,177
Rental Income	42,370	41,710
Other Revenue	22,676	20,108
Loss on Disposal of Thrift Store	0	(97,590)
Gain on Disposal of P&E	28,000	10,202
Total	(3,830)	(40,014)



For a listing of donors who gave the Foodbank more than \$1,000 in Fiscal Year 2016-2017, please go to www.foodbankonline.org.



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